

Norbert Dentressangle acquires Fiege's logistics operations in Italy, Spain and Portugal and strengthens its market leading positions in Southern Europe

- Through this tactical acquisition, Norbert Dentressangle continues to expand its global logistics network in line with its development strategy:
- Further strengthening its market leading positions in Italy, Spain and Portugal, key countries for Norbert Dentressangle development where the macro-economical context creates opportunities
- Significantly increasing the size of its logistics business with profitable and sound operations, broadened skills, expertise and customer portfolio including FMCG, retail and healthcare & pharmaceuticals
- Fully benefiting from scale advantage to gain access to larger business opportunities

Norbert Dentressangle announces today the acquisition of Fiege's Italian and Iberian operations in an all-cash financed deal, further strengthening its market leadership in the European logistics market and continuing to offer its customers high-level quality services, innovative and customised solutions for a wide range of industry sectors (FMCG, retail, healthcare & pharmaceuticals).

Hervé Montjotin, CEO of Norbert Dentressangle, commented: *"This tactical operation will considerably strengthen the Southern region of the European footprint of our Logistics business, since Italy and Iberia are crucial geographical components of Norbert Dentressangle's pan-European network. Our decision to continue to invest in the region reflects clients' increased need for seamless and robust transport and logistics solutions and we are delighted that Norbert Dentressangle will be able to provide them with even greater efficiency while safeguarding its high quality standards. The leading market positions we are gaining and consolidating in these markets will enable us to rapidly increase critical mass in Southern Europe and to access larger business opportunities in a more systematic and successful way."*

Becoming the 4th largest player on the Italian logistics market

- Through this operation, Norbert Dentressangle will acquire Fiege Borruso and FLI spa (Pharma) Italian operations in a deal complementary in terms of network, skills and expertise and customer portfolio.
- With a workforce of 510 people, these Italian operations generated 2012 revenues of ca. €5M and ran at profit thanks to 11 sites representing 264,000 m² of warehousing area.
- They serve a wide range of industries from FMCG (food – non food – beverages) to retail (wholesalers, retailers, mass markets, supermarkets) including pharmaceuticals and are well known for their customised solutions for food, beverages, household and body care products as well as pet food.
- According to the agreement, Fiege will retain some logistics and air freight contracts operated in Italy and part of its European approach with its German customers.

- The transaction will create Italy's 4th largest player on the logistics market, twice Norbert Dentressangle's current size in Italy. Further to the operation, the new Norbert Dentressangle's Italian logistics operations will account for a total turnover of €220M, operating 35 sites, offering 630,000 m² of warehousing area and employing 1,200 people.

Strengthening Norbert Dentressangle position on the Iberian market as major transport player in Spain and with a significant increase in size in logistics business

- Through the operation, Norbert Dentressangle will acquire Fiege Iberia and Fiege Iberia Operador Spanish and Portuguese operations, bringing complementary network, customer portfolio, together with highly skilled expertise.
- With a workforce of 342 people, these Iberian operations recorded 2012 revenues of ca. €34M thanks to 5 multi-customer platforms (69,000 m²), 4 specialist dedicated warehouses (67,000 m²), 20 cross-docking platforms (73,500 m²), providing customers with contract logistics services for the transport of ambient, temperature controlled and chilled goods, services for dangerous goods.
- These Iberian operations are sound and profitable despite the challenging market conditions of the Spanish and Portuguese economies.
- They serve varied industries from FMCG (food – non food – beverages) to industrials (chemicals-white goods) including healthcare (dietetic, OTC drugs and personal care products).
- The operation will enable Norbert Dentressangle to strengthen its position among market leaders, significantly increase the size of its logistics business with broadened skills, expertise and customer portfolio and generates significant synergies within its existing transport pallet network.
- Further to the transaction, the new Norbert Dentressangle's Iberian operations will generate combined turnover of €450M, offering 458,000 m² of ambient warehousing areas, a fleet of 1.800 vehicles and employing 1,700 people.

About Norbert Dentressangle:

Norbert Dentressangle is an international transport, logistics and freight forwarding company, with annual turnover of €3.9 billion in 2012. Norbert Dentressangle develops high added value solutions in its three sectors, across Europe, America and Asia, and places sustainable development at the heart of all its activities. It is established in 26 countries, employs 32,500 people and generates 59% of its turnover outside France. Norbert Dentressangle, which is listed on the CAC Small et CAC All Tradable, is headed by Hervé Montjotin.

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